

Message Text

UNCLASSIFIED

PAGE 01 SEOUL 06917 061134Z
ACTION EA-12

INFO OCT-01 ARA-14 ISO-00 EB-08 /035 W
-----122126 061203Z /45

R 060847Z SEP 78
FM AMEMBASSY SEOUL
TO SECSTATE WASHDC 3321
INFO USDOC WASHDC
AMEMBASSY TOKYO
AMEMBASSY BRASILIA

UNCLAS SEOUL 6917

COMMERCE FOR MEPD

E.O. 11652: N/A
TAGS: BENC, XX
SUBJECT: SUBCONTRACTING OPPORTUNITIES FOR U.S. SERVICES AND
EQUIPMENT COMPANIES IN PROJECT CONTRACTS WON BY FOREIGN PRIME
CONTRACTORS

REF: A-2910, DATED 8/16/78

1. REQUEST THAT EMBASSY SEOUL BE EXEMPTED FROM REPORTING
REQUIREMENTS REPAIR.
2. ALTHOUGH PRACTICES MAY DIFFER ELSEWHERE, COMPETITIVE BIDS
BY KOREAN AND AMERICAN PRIME CONTRACTORS BOTH IN KOREA AND ABROAD
ARE PREPARED IN COLLABORATION WITH SUBCONTRACTORS WHO ARE BOUND
BY PROVISIONAL CONTRACTS IN ADVANCE OF THE ACTUAL BID SUBMISSION.
THEREFORE, ANY SUBCONTRACTORS AND SUPPLIERS ARE CHOSEN IN PREPARING
THE BID AND ARE, IN EFFECT, CONFIRMED BY THE AWARD. NO REPEAT
NO FIRM COULD BID INTELLIGENTLY WITHOUT AS MUCH ADVANCE ASSURANCE
OVER ITS COSTS AS IS POSSIBLE.
3. MEPD MAY WISH TO EXAMINE ANY COMPETITIVE BID DOCUMENT FOR
A MAJOR PROJECT TO CONFIRM THAT THE PRIME CONTRACTOR MUST CAREFULLY
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ANTICIPATE COSTS FOR SUBCONTRACTORS FEES, MACHINERY AND EQUIPMENT,
SUPPLIES, LABOR, ETC. BEFORE SUBMITTING IT. THE PRIME CONTRACTOR
MUST INEVITABLY PREARRANGE FOR ANY SUBCONTRACTING TO AVOID BEING
LEFT WITH AN AWARD WHICH IT CANNOT FULFILL AT THE PRICE OFFERED.

4. THEREFORE, THE REPAIR INSTRUCTIONS WOULD SERVE NO REPEAT
NO PURPOSE HERE IN THAT SUCCESSFUL BIDDERS ALREADY HAVE TAKEN THE

DECISIONS ON WHICH SUBCONTRACTORS THEY WILL USE AS WELL AS THE SPECIFIC EQUIPMENT AND SUPPLIES THEY WILL NEED TO COMPLETE THE PROJECT, PURCHASE ORDERS, ETC. IN PRINCIPLE START GOING FORWARD FROM THE PRIME CONTRACTOR AS SOON AS A CONTRACT IS SIGNED; USUALLY WITHIN ONE MONTH OF THE AWARD.

5. EMBASSY SEOUL NOW DEALS WITH SUBCONTRACTOR SERVICES AND U.S. EQUIPMENT SALES BY INTRODUCING VISITING U.S. FIRM REPS. TO APPROPRIATE KOREAN CONSTRUCTION INDUSTRIES FOR CONSIDERATION WITH OR WITHOUT REFERENCE TO SPECIFIC PROJECTS. WHERE WE KNOW OF KOREAN INTEREST IN UPCOMING PROJECTS, WE PUT U.S. VENDORS IN TOUCH WITH THE APPROPRIATE FIRMS AND ROKG OR INDUSTRY FIGURES.
GLEYSTEN

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